

Strategies to Optimize Medicaid Quality and Revenue

March 6, 2024

1. What have you found to be the biggest challenges when transitioning practices to an FQHC?

Of course this varies by organization, but the following are typical:

- 1) **Understanding of the complexity and depth of the HRSA program requirements** to be an FQHC and ensuring the organization is prepared and compliant to pass designation and ongoing on-site visits. HRSA's program requirements are built to ensure that the health center is sustainable and focused on providing comprehensive care for the patients – regardless of ability to pay. Each site visit is different but ensuring that policies, procedures and governance is set up to meet requirements can be an operational lift and is challenging without in depth knowledge of these requirements.
- 2) **Establishing the governance structure** and ensuring education of board members that are aligned with the organization's goals. The governance structure also gives health systems who have eligible clinics the most pause, however these challenges can be overcome with strategic selection and board education.
- 3) **Financial and rate setting strategy to ensure costs are accounted for and built into the PPS rate setting year** in order to make the organization financially sustainable in the long run and able to provide comprehensive services to our patient population.